

## Message Text

PAGE 01 TEHRAN 05343 090602Z

10  
ACTION NEA-10

INFO OCT-01 ISO-00 EB-07 /018 W  
----- 098897  
R 090531Z JUN 75  
FM AMEMBASSY TEHRAN  
TO USDOC WASHDC  
INFO SECSTATE WASHDC 1867

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E.O. 11652: N/A  
TAGS: OVIP, BEXP  
SUBJECT: INDUSTRIAL WAREHOUSE-EMAD VISIT TO US

REF: STATE 118002

1. EMBOFF CALLED ON EMAD TO DISCUSS HIS US TRIP. ACCORDING EMAD, US WAS HIGHLIGHT OF THREE-COUNTRY TOUR DUE TO SCOPE AND QUALITY OF WAREHOUSE FACILITIES AND HOSPITALITY BY USDOC AND PRIVATE FIRMS. J.C. PENNEY WAREHOUSE WAS LARGEST AND MOST IMPRESSIVE IN ALL COUNTRIES VISITED, FOLLOWED BY CATERPILLAR AND AVON(LATTER FOR ITS DISTRIBUTION SYSTEM ONLY). EMAD BELIEVES HE WAS SOMEWHAT OVER PROGRAMMED IN US, PARTICULARLY WITH REGARD MEETINGS IN WASHINGTON, BUT FEELS US SCHEDULE HIGHLY SUBSTANTIVE AND A FRUITFUL INTRODUCTION TO WAREHOUSING BUSINESS.

2. ACCORDING EMAD, "MOST QUALIFIED" CONSULTING FIRMS CONTACTED DURING VISIT ABROAD WERE FMC, PRICE WATERHOUSE, LEO A. DALEY AND VANSU, ALL OF U.S. CALL ON ROBERT A. EAVES AND ASSOCIATES HAD BEEN ENCOURAGED BY SOME IRANIAN ASSOCIATES(SALI MOURANI AND DR. KHOSROW), BUT EMAD CONCLUDED AFTER MEETING WITH WEAVER REPS IN BOSTON THAT FIRM NOT EXPERIENCED IN WAREHOUSES.

3. ON LESS POSITIVE NOTE, EMBASSY HAS LEARNED FROM VARIOUS HIGH-RANKING OFFICIALS THAT GOI HAS FROZEN ALL NEW PROJECTS FOR TIME BEING DUE LOWER OIL REVENUES AND HIGHER THAN ANTICIPATED COSTS OF MAJOR INFRASTRUCTURE PROJECTS. EMAD, NONETHELESS, WILL CONTINUE WORK ON WAREHOUSE PROJECT TO PRESENT IT AS HIGH PRIORITY  
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BUDGET ITEM(APARENTLY TOP PRIORITY AMONG ALL IDRO'S NEW PROJECTS) ONCE FUNDS BECOME AVAILABLE, PROBABLY IN SEPTEMBER.

4. EMAD WISHES EXPRESS APPRECIATION TO HALE AND LOUSTANNAU, AS

WELL AS VARIOUS COMPANY REPS WHO ESCORTED HIM DURING US VISIT.  
MIKLOS

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 26 AUG 1999  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 09 JUN 1975  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** CunninFX  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
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**Document Unique ID:** 00  
**Drafter:** n/a  
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**Original Handling Restrictions:** n/a  
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**Previous Handling Restrictions:** n/a  
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